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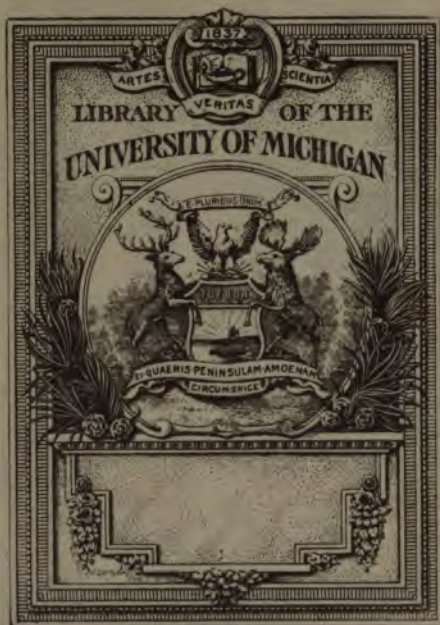
A
HUNDRED
POINT MAN

BY
ELBERT HUBBARD
(FRA ELBERTVS)

THE ROYCKROFTERS
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**A HUNDRED
POINT MAN**

BY ELBERT HUBBARD



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THE other day I wrote to **Hundred Point Man** a banker-friend inquiring as to the responsibility of a certain person. The answer came back, thus: "He is a Hundred-Point man in everything and anything he undertakes." I read the telegram and then pinned it up over my desk where I could see it. That night it sort of stuck in my memory. I dreamed of it. The next day I showed the message to a fellow I know pretty well, and said, "I'd rather have that said of me than to be called a great this or that."

Oliver Wendell Holmes has left on record the statement that you could not throw a stone on Boston Common without caroming on three poets, two essayists and a playwright.

Hundred-Point men are not so plentiful.

¶ A Hundred-Point man is one who is true to every trust; who keeps his word;

Hundred Point Man who is loyal to the firm that employs him; who does not listen for insults nor look for slights; who carries a civil tongue in his head; who is polite to strangers, without being "fresh"; who is considerate toward servants; who is moderate in his eating and drinking; who is willing to learn; who is cautious and yet courageous.

¶ Hundred-Point men may vary much in ability, but this is always true—they are safe men to deal with, whether drivers of drays, motor men, clerks, cashiers, engineers, or presidents of railroads.

Paranoiacs are people who are suffering from fatty enlargement of the ego. They want the best seats in the synagogue, they demand bouquets, compliments, obeisance, and in order to see what the papers will say next morning, they sometimes obligingly commit suicide.

The paranoiac is the antithesis of the Hundred-Point man ✱ The paranoiac imagines he is being wronged, and that

some one has it in for him, and that the world is down on him. He is given to that which is strange, peculiar, uncertain, eccentric and erratic. Hundred
Point Man

The Hundred-Point man may not look just like all other men, or dress like them, or talk like them, but what he does is true to his own nature. He is himself.


He is more interested in doing his work than in what people will say about it. He does not consider the gallery. He acts his thought and thinks little of the act.

I never knew a Hundred-Point man who was not one brought up from early youth to make himself useful, and to economize in the matter of time and money.

Necessity is ballast.

The paranoiac, almost without exception, is one who has been made exempt from work. He has been petted, waited upon, coddled, cared for, laughed at and chuckled to.

The excellence of the old-fashioned big

he mintage of
wisdom is to
know that rest is
rust, and that real
life lies in love,
laughter and work

ELBERT HUBBARD

